

Message Text

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46

ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 L-03 H-03 RSR-01 RSC-01

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R 151430Z AUG 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 1179

LIMITED OFFICIAL USE MOSCOW 9709

E.O. 11652: N/A

TAGS: BDIS UR

SUBJ: LA SALLE MACHINE TOOL DISPUTE WITH STANKOIMPORT

REF: STATE 153414

1. ON AUGUST 15 LASALLE NEGOTIATING TEAM LED BY EXEC VP GOOD COMPLETED DISCUSSIONS WITH CHAIRMAN STANKOIMPORT IVAN M. MASLOV. IN CONVERSATION WITH EMBOFF GOOD EXPRESSED HIMSELF SATISFIED WITH RESULTS, NOTING THAT LONG REPETITION OR REASONS STANKOIMPORT COULD NOT PAY BEFORE JANUARY 1974 WAS FOLLOWED FINALLY BY MASLOV DISCUSSIONS VNESHTEORGBANK AND COMMITMENT BY MASLOV TO SEND TELEGRAM BEFORE AUGUST 25 CONFIRMING FOLLOWING ARRANGEMENTS: COMPANY WILL SHIP MACHINERY IN TWO LOTS, FIRST IN SEPTEMBER AND SECOND IN OCTOBER, AND PAYMENT WILL BE MADE IN ACCORDANCE TERMS CONTRACT (WITHIN 15 DAYS OF PRESENTATION OF SHIPPING DOCUMENTS).

2. GOOD ALSO COMMENTED THAT COURSE NEGOTIATIONS FOLLOWED PATTERN PREVIOUS CONTRACT, WHEN FINAL SESSION OF NEGOTIATION HAD ALSO BEEN NECESSARY TO SECURE PAYMENT AS CONTRACTED ORIGINALLY.

3. ACCORDING TO GOOD, LASALLE HAS CONTRACTS FOR ADDITIONAL \$25 MILLION IN MACHINERY, AND HIS FIRM CLAIM THAT SOVIET FAILURE TO PAY FOR CURRENT PURCHASES WOULD MAKE IT IMPOSSIBLE FOR COMPANY TO FILL OTHER SOVIET ORDERS APPEARS TO HAVE LIMITED OFFICIAL USE

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BEEN CONVINCING FACTOR IN LASALLE ARGUMENT.

4. EMBASSY EXPECTS TO HEAR FROM LASALLE IF STANKOIMPORT
FAILS TO HONOR ORAL AGREEMENT REGARDING CONFIRMATION OF
PAYMENT ARRANGEMENTS AND WOULD APPRECIATE ANY FURTHER INFOR-
MATION ABOUT TRANSACTION WHICH MAY COME TO DEPARTMENT'S
ATTENTION.
DUBS

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Message Attributes

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